

Leading business and
motivACTIONAL coach,
lecturer and consultant in
Europe!



CLIMB THE MOUNTAIN OF SUCCESS!

**SMILJAN
MORI**

Inspire the audience at your next conference, team-building or business meeting with Smiljan Mori!



Since good is not good enough for you, ensure yourself a fresh and different approach that will leave an imprint of you and your event in people's hearts!

“You don't need permission to be excellent. Simply make the decision NOW, because you have the power!” (Smiljan Mori)



Smiljan Mori will captivate you with his energy, impress your business partners and mobilise your employees to get up and feel their inner energy and start acting! He will demonstrate the skills, knowledge, strategies and attitude needed to achieve lasting changes and improve results to help you get ahead of the competition.

With his extraordinary aptitude for achieving a competitive business advantage and expertise in neuroscience techniques for sales motivation, **Smiljan is one of the most sought after business and life coaches and motivational speakers inspiring millions around the world.**

Despite the fact that some of his topics will hit you “right in the face”, his only concern

and wish is that you and your team **improve**, that you **achieve more** and **accomplish** what you want and that you set off on the **path of success and a better future.**

He has helped everyone who has heard his lectures understand how to change **NOTHING into SOMETHING, INDECISION into DETERMINATION and FEAR into COURAGE!**

His principles of success, action and motivation surpass the scope of business and touch on all levels of achieving excellence in both personal and private life. And what is even better, they can be put into practice immediately – by you, your company, your employees and your business partners!

Why Smiljan Mori?

Who can show you more clearly how to succeed in these uncertain times than someone who has built his success literally out of nothing?

- He will explain to you, your employees and business partners in a **humorous and entertaining manner** how he overcame personal challenges when starting his career as a salesman. As a successful businessman, author and advisor he can also inspire at your next business meeting just as he has inspired more than 1300 representatives from 30 countries with his “Become Immortal” speech at the first MDRT European ClassIQ Meeting in Athens.
- What would you say if one of the most pervasive business, sales and motivational coaches in Europe told you how, **just with the snap of your fingers**, you could **increase your employees’ productivity**, and subsequently **also your profit**? Smiljan Mori will guide you to victory with **tried and tested, scientifically confirmed techniques and strategies** based on the latest discoveries of neuroscience in the fields of success, motivation and leadership.
- He has already assisted numerous global business men and women, top managers and athletes in achieving **success and better results** (an Olympic medal in skiing and 4 of his football clients playing at the World Cup in South Africa are the strongest proof that his motivational techniques are far from average). He can also show you how to **achieve a breakthrough and remain a winner!**
- This regards **your recognition, your success and your breakthrough!** Smiljan will help you in this endeavour, **educating, inspiring and entertaining** with his stories and charisma. This global motivational speaker has shown **more than 150,000 people** from **over 50 countries** how they can **change their lives for the better**. He believes that **success starts in one’s head**. You have surely heard this proverb many times: **“IT’S ALL IN THE MIND”**. It’s true. However, has anyone ever shown you that? With Smiljan you will learn once and for all what “it’s all in the mind” means.
- Even the biggest sceptics will not remain indifferent to him. You will be surprised **how his words and energy will enlighten you**. Let him energise **you, your employees, business partners** or seminar participants just as he has succeeded with an **audience of 12,000 in Saint Petersburg**.

Are you ready for more?

Take a look at the programmes with which Smiljan can transform your next event into a spectacle of success!



You will obtain a huge advantage in the race with the competition through novel and revolutionary discoveries, which Smiljan Mori will disclose in the areas of motivation, leadership, sales, communications, finance ...

With motivational **seminars** and **speeches**, **coaching** and **sales training**, completely tailored to you and your company's needs or event, you will increase employee productivity and motivation, acquire the trust of your business partners and **strengthen your reputation**.

Smiljan always prepares a **unique programme** that you can easily put to use in practice. You have **Smiljan's 100% commitment** to **help your people and business partners understand** how wonderful it is to work with you and be a part of your company, organisation or group.

Motivational seminars...



Awaken The Fire Within You!

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Awaken The Winner Within!

Napoleon once said: "The crown is lying in the ditch, you only need to pick it up." Just as Napoleon, each can be the hero of his or her own life, one only needs to reach for victory. After studying numerous successful individuals, Smiljan determined their capabilities, namely **what separates the winners from average people**. This all-day seminar is full of practical and useful tips. You will be amazed when Smiljan shows you the shortcut to a victorious life – **how to use tried and tested neuroscience techniques to programme the subconscious mind**. You will discover your own **greatness** and **go home a winner**.

TOP SUCCESS COACHING™

Make an end to the habits that are keeping you back. Get all the necessary support and advice and a fresh perspective to help you **overcome your fears** and guide you **step-by-step on the path leading to discovering and developing your own potential.** With the aid of a life coach according to the tested TSC™ method, you will build the foundation for successful operation in all areas of life. The TOP SUCCESS COACHING™ programme is designed for **key staff and company leaders to increase their potential through intensive training.**



Emotional selling...

Emotional Selling™ is an intensive 3-day seminar which will **guide your salespeople to becoming top sellers.** Once they comprehend **how and why people decide for a purchase**, each of your salespeople will be capable of easily bringing a sales pitch to a successful conclusion. They will master techniques and strategies of influence and persuasion used by the **top sellers of the world.** They will be able to incorporate all these techniques into their sales presentations and **improve results by 50 to 300%.** Your entire company will be able to **effectively utilise everything Smiljan teaches during the Emotional Selling™ seminar not only in sales, but also in advertising, product promotions, services, marketing and web marketing, management, etc.**

Sales



Salesman of 21st Century

Today customers are much more demanding than ever. The customer in the 21st century only does business with people who are willing to provide greater added value to their products or services. The 21st Century Salesperson is a professional motivational speech in which Smiljan Mori will inspire you and your staff and explain the **skills and knowledge and attitudes required in the 21st century to enable you to be different and better than the competition.**

Among other things, you will learn what **customers buy and why they don't buy**, how to **develop the muscle of persistence**, why nowadays you have either to be the best or the cheapest, why an intermediate option is no longer possible and a great deal more.

How to become a Top Salesperson without Experience...

If you want your employees to upgrade their sales knowledge, the seminar **How to become a top salesperson without experience** is custom-made for your company. Smiljan will show you the **techniques everyone involved in company sales must master**: the art of small talk, how to **read your customer's mind**, **emotional and logical reasons for a purchase**, how to **create great purchase interest** in your customer, how to determine what problems the customer has and change them into reasons for a purchase, the most effective closing techniques used by top salespeople and a great deal more.

Leadership and team building



Leadership and Team building...

The **Leadership and team building** seminar will enable your employees to **develop** into **mutually connected, goal-oriented individuals** who will begin to develop and use their full potential, overcome obstacles and begin thinking creatively and develop a **team spirit that can overpower any competition**. Smiljan Mori undertakes that following the seminar, **your employees will attain at a high level of awareness of the interdependence of the team**, they will be willing to **contribute to** and develop a relaxing team atmosphere, the team members will **develop strong mutual trust**, be willing to **risk more**, be **driven to achieve company objectives**, be precisely aware of what is expected of them and **able to communicate with each other and improve mutually** avoiding personal emotional attacks; they will **become your most powerful tool in your company's success**.

Network marketing



Rejecting a Rejection...

This 3-hour seminar, which is based on the latest knowledge on human behaviour, is **intended** for all salespeople who often encounter rejections. It has been proven that a salesperson's no. 1 enemy is the fear of rejection and also for everyone desiring to make more out of his or her life. With the aid of **techniques for overcoming rejection**, Smiljan will pour an abundance of determination and courage into your salespeople allowing them to continue their work. He will show salespeople the **power of their thoughts** and how one's **brain and nervous system** can be used as a **training ground for battling refusal**. Following the seminar, all your salespeople will be able to use these techniques and tools in **everyday life**.

Fear into Courage...

People are not really unsuccessful, they merely stop trying. This 3-hour motivational seminar will help your salespeople **overcome various fears and doubts regarding what they're capable of** and **guide them onto the path of success and victory**. Each participant will also **actively participate in an exciting experience**, which will serve as a metaphor for becoming aware of what they are capable of achieving in their personal and professional lives in the future.

Finance



Awaken the Millionaire Within!

This is the only seminar dealing with the **emotional and practical areas of wealth**. Allow Smiljan to show your employees or business partners the **simplest ways in the world to manage money**: principles which in almost up to 80% cases decide whether you will become rich or never make it. At the seminar, you will only receive facts and proof of how some people are able to **literally attract money in their lives**. You will easily “adopt” the values, beliefs, thoughts and attitudes of some of the **wealthiest people in the world**.

TOP FINANCIAL COACHING™



Once and for all, establish **control over your finances and finally breathe freely**. With the aid of the **Top Financial Coaching™** programme you can, given your current revenues, **improve your financial situation in the long-run** and ensure **financial security**. The management of money will become entertaining for you and at the same time, you will learn how to easily make the **right decisions to ensure a carefree future**. You will utilise considerably less energy and nerves to **construct a solid bridge through all financial difficulties** and **focus your energy on attaining desired objectives for financial success**.

Communication

Secrets of Successful Public Speaking...

Mastering public speaking will make you truly successful! The **Secrets of successful public speaking** workshop will teach you the art of properly formulating and **presenting ideas**, the secrets of relaxed public speaking, and the technique for obtaining respect and trust and the basic principles of confident public speaking. You will master the **Secrets of public speaking** through practice. Receiving all the individual attention you need, you or your key employees will become **vocally confident and unfailing** regardless of the situation before you... especially at times when you are not expecting to give a speech.

Hypnotic Persuasion and Influence Skills

How to win over people in a moment is an intensive 2-day workshop, which will **provide you with the most important resources** you must have available to **best present yourself and your ideas**. You will learn about the **key rules of business communication** you unknowingly break daily. Managers and other professionals predominantly communicate to inform colleagues and others, to obtain useful information and particularly to influence colleagues, individuals and groups outside of their organisation. **Successful people create a connection** and **a connection creates trust**. The **How to win over people in a moment** workshop will teach you how to make contact with anyone you choose if you **consciously improve your natural ability to establish contact** in everyday life.

Motivational speeches



Become Immortal...

Become immortal is the title of Smiljan's famous speech delivered at the first MDRT (million dollar round table) European ClassIQ Meeting which was held in Greece. By presenting challenges related to making decisions, you can become immortal as a life insurance agent for Smiljan will inspire agents from around the world, participants of your event, conference participants, etc. This message of inspiration and determination is needed now more than ever before. Mori will explain how he overcame personal challenges early in his sales career.

Motivational speeches



The Best Time to be an Insurance Agent

The Best Time to be an Network Marketer

An economic crisis represents the ideal time to operate in this industry. One must constantly motivate agents with the fact that what they have achieved until now is unimportant compared to what they can do in the future. Smiljan will, among other things, tell agents why to remain in this industry forever and not quit, that insurance could be their business until the end of their lives, that the best insurance products have not yet been sold and that they should not compare the past with the future.

Smiljan will share his story and those of others from the insurance or sales professions with you. He will inspire your team and spice up your meeting with his enthusiasm and inexhaustible source of positive energy and courage. He will show you that dreams can come true, both yours and those of your organisation.

As the demand for Smiljan's seminars and workshops is large, a reservation must be made. We recommend that you call us as soon as possible or send us an email regarding your needs and requirements. Smiljan will gladly endeavour to provide you with a suitable time schedule.

Smiljan Mori Success Systems, d.o.o.

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Companies and events already inspired by Smiljan:



Mark Viktor Hansen

»This man is a visionary leader who sees more potential in you than you've ever seen in yourself. More potential for your company or organisation, society or country than you ever imagined. He creates change. He has lit a torch which illuminates a larger, better, brighter, more wonderful and enthusiastic future for us and everyone else. I'm glad that I can say that Smiljan is my good friend.«



Norman Levine

»You are a person I truly admire because you do only the right things. You understand the essence of this business, believe in what you do, care for other people, understand their emotions, are compassionate and share your wisdom and knowledge.«



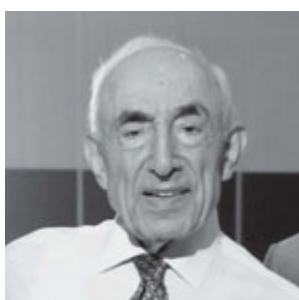
Tony Gordon

»Smiljan Mori is, in my opinion, one of the most exciting talents in the life insurance business. He brings freshness to the field. He is not only successful in his field, but also a successful agent, successful manager and successful businessman. Nevertheless, his passion for this field is one I have not seen for years. It is reflected magnificently. As a speaker, he is absolutely one of the best. In fact, I can only remember one other European in this business who is a better speaker than he is, namely me. So it is no problem for me to support him. He is my friend and business partner and I am proud that I know him.«



Morris Goodman

»He is inspiring and his people are inspiring. This is simply unique. I can hardly wait to return and work with them again.«



Mehdi Fakharzadeh

»He is young, energetic and absolutely wonderful. May God bless him and be with him. I have no doubt that he will become one of the best, most wonderful people who are part not only of the Million Dollar Round Table, but also of their community.«



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НСГ СТРАХОВАНИЕ ЖИЗНИ



Statements of inspired participants Smiljan's seminars

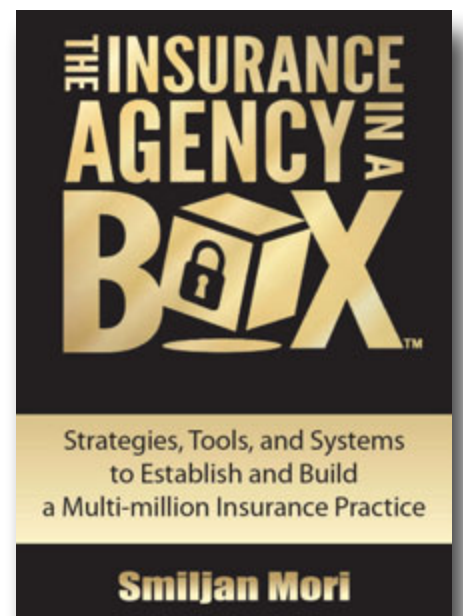
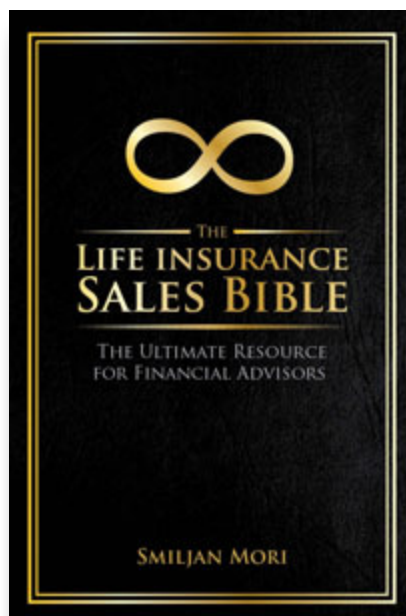
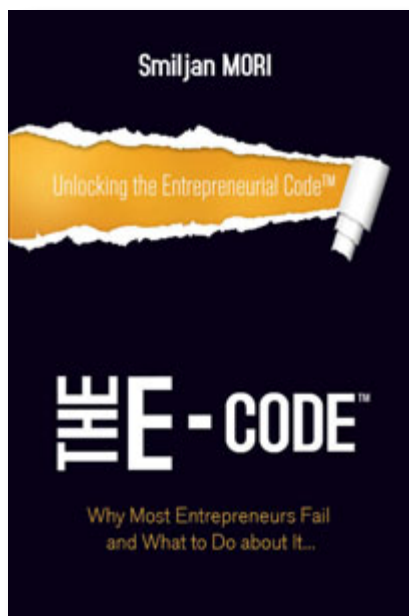
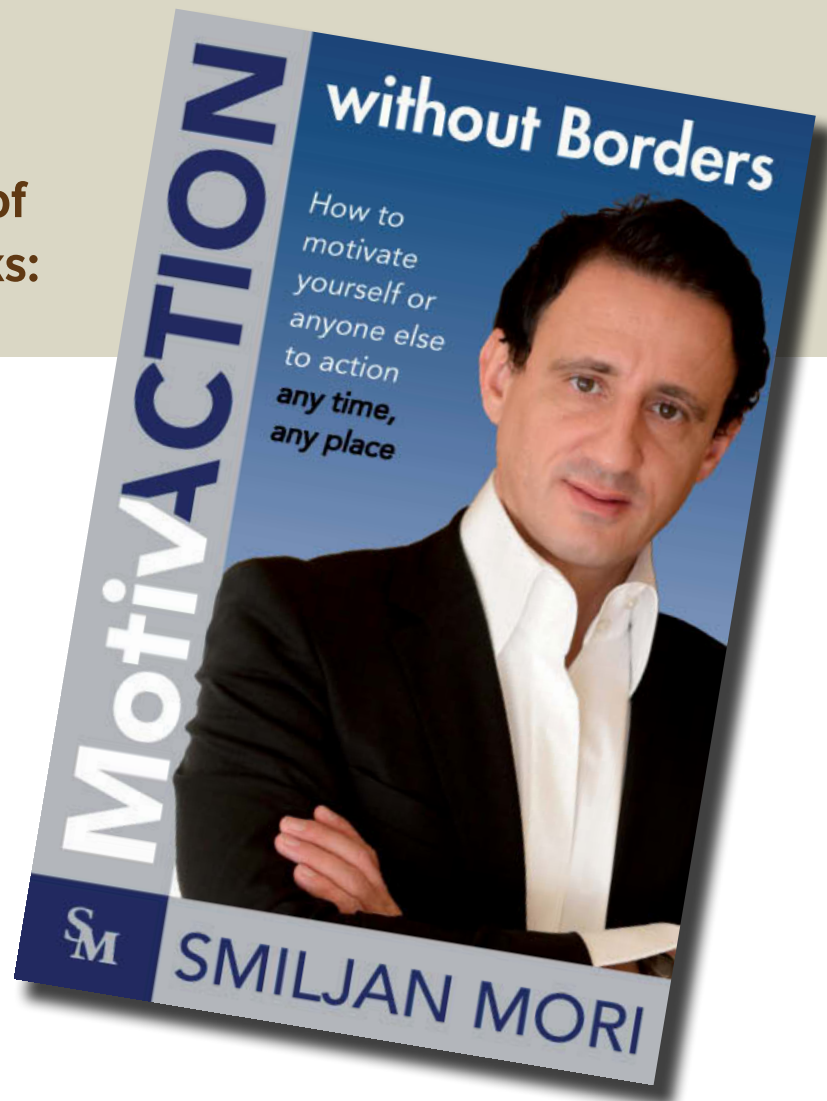
»He has inspired me and my people to take action. Everyone in our business says the same things, but fails to inspire us. He has inspired me to think and analyze. His manner was very effective and I adopted a lot of things in my work at the office. He has helped my people make a move and to view our business from a different perspective.«

»Everyone is enthralled by Smiljan! The information he gave us is emotionally and easily accessible. The entire audience participated. There wasn't a soul who didn't 'move their behind'. I watched the people, something that is very important for me. He gave us more than he had perhaps planned. The topic was extremely current. I never expected to give 100% from myself. I acquired a lot of skills. I would like to also participate in other seminars by Smiljan held in Kazakhstan.«

»He anchored us well. We can use these techniques for anything – seminars, schooling. At this seminar, with the snap of the fingers, I suddenly realised that I have to deal work more on myself and my results!«

»We had all already debated in the team. Even in tandem, Smiljan and the translator were an excellent example of how a mentor and consultant need to cooperate. Smiljan gave us more than he planned. It would be good to invite him again. Smiljan is an independent speaker. It was obvious that he gave 200% of himself. I am totally impressed and so is my group.«

Smiljan Mori is the author of numerous bestselling books:



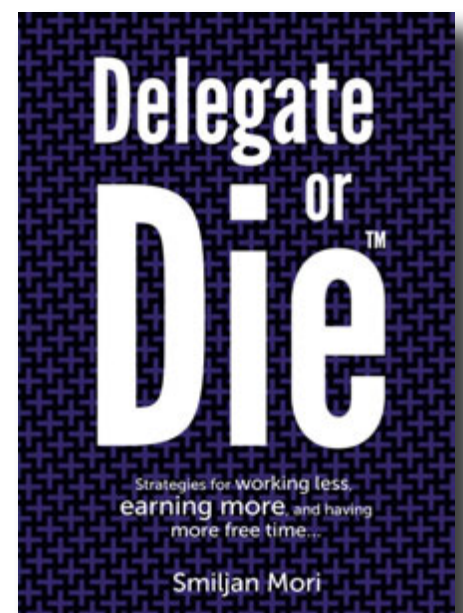
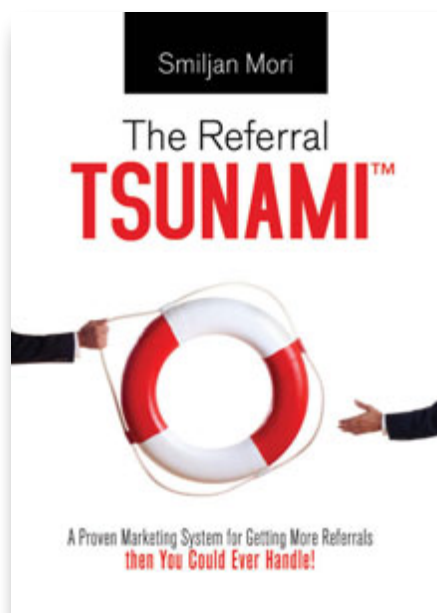
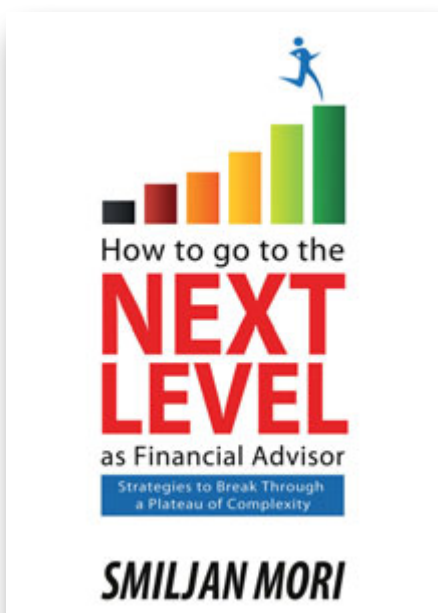
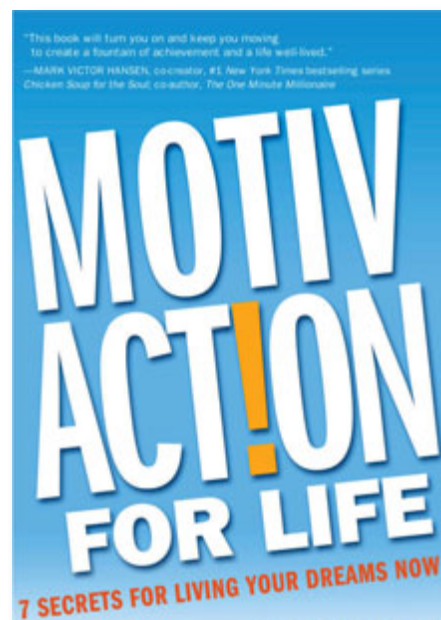
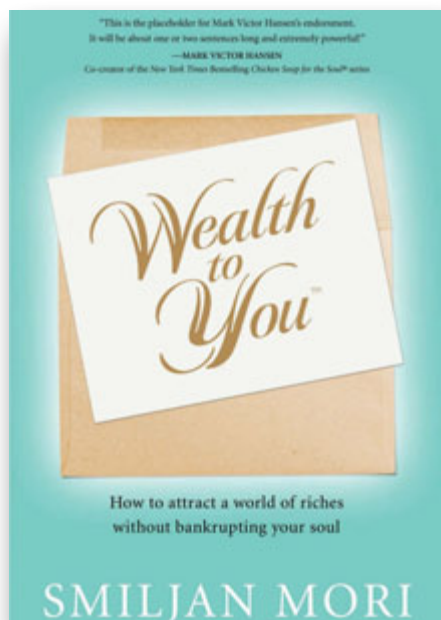
Smiljan is a member of elite associations of professional financial advisors, namely the **Million Dollar Round Table** and **Top of the Table**.

Qualifying
Member



MDRT®

He is affiliated with numerous international, trans-national and intercontinental networks of motivators, leaders and coaches and authors who inspire success in life. v življenju navduševalnih avtorjev.





Let them applaud you with satisfaction! There is only one person who can leave audiences amazed ...

Smiljan Mori

One of the most important factors affecting the success of your event is certainly people! Imagine the energy spreading through the venue, the goose bumps you will experience upon hearing his words, crowds of people who silently follow his every motion and internalise his every word **sleher-nemu gibu in ponotranjijo izrečeno ... This is this energy of an extraordinary experience that makes people change, conclude business, and become more productive and motivated to succeed.**

If you are organising a conference, sales or financial event, if you want to impress business associates, motivate and connect employees, then Smiljan Mori is the ideal solution for you and your people.

Smiljan is someone who **"brings change"**, helps you accept it with his intense energy and supports you in your ascent on the mountain of success!

The now successful European businessman began his career 15 years ago literally from scratch - with **courage, perseverance and a vision!** His amazing life experiences and incredible charisma soon shot him off among the stars as one of **the most interesting persons in the world of training for sales and success.**

People believe those who live what they say. Smiljan is just one of the few who can prove with his life story that success is available to everybody.

Unreservedly, he will share with you the greatest secrets that can aid you, your employees and business partners in finding new solutions and ideas, and how to win in the business arena and in life's challenges.

Smiljan Mori is more than a lecturer; he is an **event master, a life coach, and a visionary** who will teach you how to look at life from a different perspective. He **educates, inspires and entertains** with stories and shares his amazing life experiences which everyone can **immediately put into practice.**

Don't be surprised if you see people staring in amazement when Smiljan honestly tells them how he managed to estab-

lish the largest and most successful insurance brokerage company in Central Eastern Europe in such a short time, how each of his several hundred employees are motivated and productive without his presence, how he managed to get a packed audience of Russian speakers on their feet in the Slovene language, how he is able to earn a fabulous amount of money without having to get out of bed or how he manages to be in a good mood with peace of mind everyday despite the fact that he is the manager and owner of several successful international enterprises, or how in addition to being a successful businessman, he is still also capable of being an attentive and loving husband and father...

It's true, at Smiljan's seminars each attendee will obtain their own personalised solution, handed over to them on a platter by Smiljan!

There is no end to his topics for inspiring you and your audience Above all, each of his seminars, programmes or appearances is unique and tailored specifically for you, your business, event or conference, and your wishes and audience.

Get **ready for more** and **already make sure now** that you shine with Smiljan Mori in your own eyes, the eyes of your employees and those of your business partners!

Inform us of your requirements and needs so that Smiljan can prepare a breath-taking programme for you!

Smiljan Mori Success Systems, d.o.o.

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